

AFFIDAVIT OF VERA KENNEDY

I, Vera Kennedy, being duly sworn, state as follows:

1. I am the Purchasing Manager for the Purchasing Department of the Jefferson County Public School District R-1 (“Jeffco” or the “District”).
2. As Purchasing Manager, I am responsible for the general oversight of purchasing activities for departments and schools in the District. Information Technology is one of the departments that I provide purchasing services to. In that capacity, I am familiar with the District’s purchasing activities, including competitive bidding and requests for proposals (“RFPs”).
3. I am submitting this affidavit in support of Jeffco’s Appeal to the Universal Service Administrative Company (“USAC”) filed on September 25, 2018 seeking reconsideration and reversal of USAC’s decision to deny E-Rate funding to the District.
4. I participated in and helped manage the bidding evaluation process and the Invitation to Bid we issued in 2017 that is the subject of the District’s Appeal. In doing so, I was a member of the review committee that evaluated the various bids we received in response to that Bid.

Request for Proposal

5. On January 19, 2017, the District issued a public **Invitation to Bid** to solicit bids to upgrade the District’s operational switches at all its 155 hub-and-spoke sites, including all schools, the District’s main voice and data hub and its disaster recovery center hub, and other facilities. That day, the District also filed its Form 470 with USAC to formally initiate the competitive-bidding process.
6. The Bid specified bid requirements, service needs and preferences, and the selection process, schedule, and criteria. For instance, the Bid:
 - a. specified that Offeror must be “Cisco Gold Reseller” or equivalent, if offering other manufacture of equipment, with a separate list of requirements for “equivalent” equipment, including plans for implementation and training related to that equipment;
 - b. listed specific technical requirements for any and all equipment to be installed in connection with a bid; and
 - c. specific criteria for each stage of review, including, for stage 1, that bids must include “proof of a current E-Rate form 473,” qualifications of the Offeror to be Cisco Gold certified or equivalent, and that “must meet all the technical requirements” set forth in the Bid.

7. The Bid also emphasized that Jeffco could reject any proposals that were inadequate, incomplete, or failed to meet minimum requirements specified in the Bid.

Bid-Selection Process

8. Bids were due on February 17, 2017. On that date, the District received nine bids, one each from CDW Government LLC (CDW-G or CDWG), GovConnection, Inc. dba Connection Public Sector Solutions, CounterTrade Products, Inc., Dice Communications, Presidio Networked Solutions Group, LLC, Sentinel Technologies, Tek-Hut Inc., Advanced Network Management, Inc. (ANM), and New Tech Solutions, Inc.
9. The District then initiated the first stage of its review process, which was designed – per the Bid – to weed out bids that did not comply with or meet the technical requirements detailed in the Bid.
10. To accomplish this review, the District assembled a group of technical experts (all internal employees) in the fields of information technology and network engineering to review the bids.
11. The review team determined that six of the bids failed to comply with technical requirements listed in the Bid and, as such, eliminated those bids. For instance:
 - a. Bids from Countertrade and Tek-Hut were eliminated because they each failed to include a Form 473.
 - b. The bid from New Tech Solutions was eliminated because it could not provide proof of being a Cisco Gold reseller. This company is a Premier Certified Partner which is a lower grade of Cisco reseller than Gold.
 - c. The bid from Dice was eliminated because it failed to include a Form 473 and did not adequately describe whether the company is a Cisco Gold reseller. They also failed to provide training documentation. Dice failed to provide explanation that their product is a quality switch or equivalent that would be compatible with the District's existing network architecture.
 - d. The bids from CDWG and Connection were eliminated because they failed to include critical training and implementation plans for integrating their products into the District's network architecture.
12. The bids from Presidio, Sentinel, and ANM advanced to the second and final review stage, where they were compared based on price and other factors. Price was the primary factor considered during the second review stage.

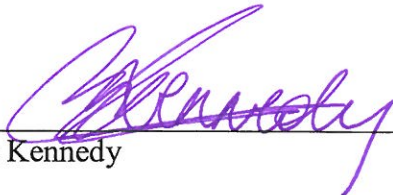


Purchasing Department
1829 Denver West Drive, Building #27
Golden, CO 80401
303.982.6750

13. As a result of our review, the District awarded the project to Advanced Network Management, Inc. (ANM).

Further affiant sayeth not.

Dated this 25 day of September 2018.



Vera Kennedy

Subscribed and sworn before me this 25th day of September 2018.
Witness my hand and official seal.
My commission expires 12/21/19



Notary Public

Address: 1829 Denver W. Drive
Golden, CO 80401

